FIG. 1

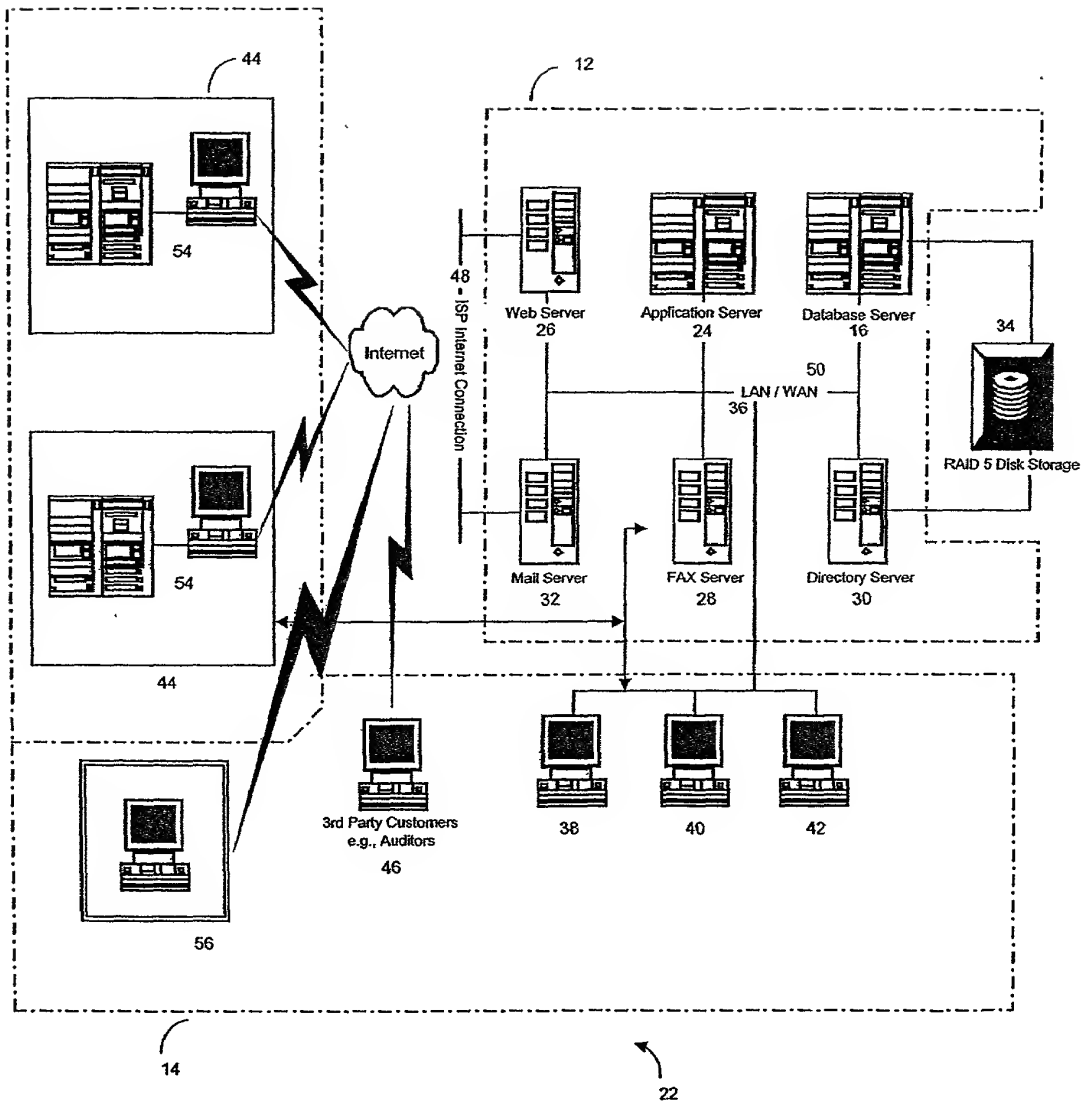
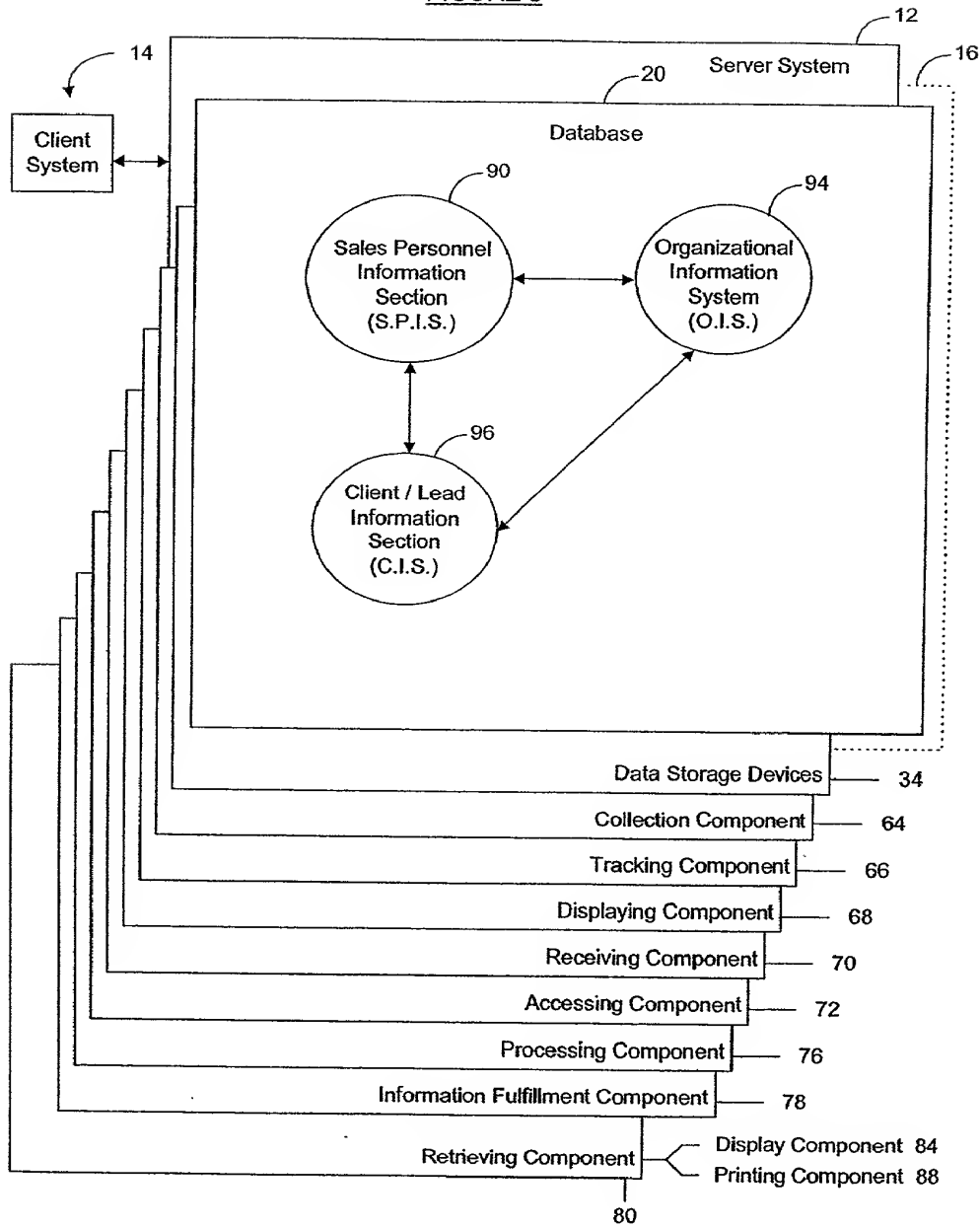


FIGURE 2

FIGURE 3



Microsoft Internet Explorer

Address: G:\Internet redesign\Projects\SalesTracker2\xt_aboutyou.htm

bizproductivity™ Sales Tracker

Enrollment for Sales Tracker

The Sales Tracker enrollment process is simple. Complete the following 5 step process and click Continue. Thank You for choosing Sales Tracker and we look forward to helping you improve your Sales Productivity.

1. Information About You

First Name: *
 Last Name: *
 Your Title: *
 Your Phone Number: *
 Your Email Address: *

112
 114
 116
 118
 120

Continue 122

FIGURE - 4

Sales Tracker Company Data - Microsoft Internet Explorer

Address: G:\Internet redesign\Projects\SalesTracker\2st_comp\data.htm

GE **bizproductivity- Sales Tracker**

Company Name: * 132

Address Line 1: * 134

Address Line 2: * 136

City: * AL 138

State: * 140

Zip Code: *


Continue


130

FIGURE - 5

Sales Tracker License Information - Microsoft Internet Explorer

Address: G:\Internet redesign\Projects\SalesTracker2\st_license.htm

 **bizproductivity - Sales Tracker**



3. License Information

Number of Sales Tracker Users: *

Are you enrolling on behalf of your company or as an individual? *

☐ Company ☐ Individual

Please click here to review the Terms of Use. * 154

☐ I Accept -- I agree to abide by the Terms of Use and acknowledge that Sales Tracker requires use of the listed Minimum System Requirements 156


☐ I Decline


158

FIGURE 6
150

Sales Tracker Administrator - Microsoft Internet Explorer

G:\Internet redesign\Projects\SalesTracker2\st_admin.htm

 **bizproductivity - Sales Tracker**

 We Bring Good Things to Life

4. Select Your Sales Tracker Administrator (this person will be allowed to make changes)

Administrator First Name *

Administrator Last Name *

Administrator Email Address *

Administrator Phone Number *

170 ↑ FIGURE 7

Sales Tracker Payment - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: G:\Internet\cdesign\Projects\SalesTracker\2st_payment.htm

bizproductivity™ Sales Tracker

5. Payment Information

Please enter the requested information for the credit card against which all License Fees, as indicated on the Fee Schedule, will be charged. The cost per user per month is only \$24.95.

Credit Card Type: * ☐ Visa ☒ 194

Credit Card Number: * 196

Credit Card ExpirationDate (mm/yy): * 198

If name on card and billing address are different from your name and your company's address:

Name On Credit Card 200

Credit Card Billing Address:

Billing Address 2:

City: 202

State: AL ☒

Zip Code:

Continue 204 FIGURE 8 190

© 2000 BizProductivity, Inc. All Rights Reserved. Sales Tracker Payment 11/99 General Electric Company 2/00

Sales Tracker Verify - Microsoft Internet Explorer

Address: G:\internet redesign\Projects\SalesTracker2\st_verify.htm

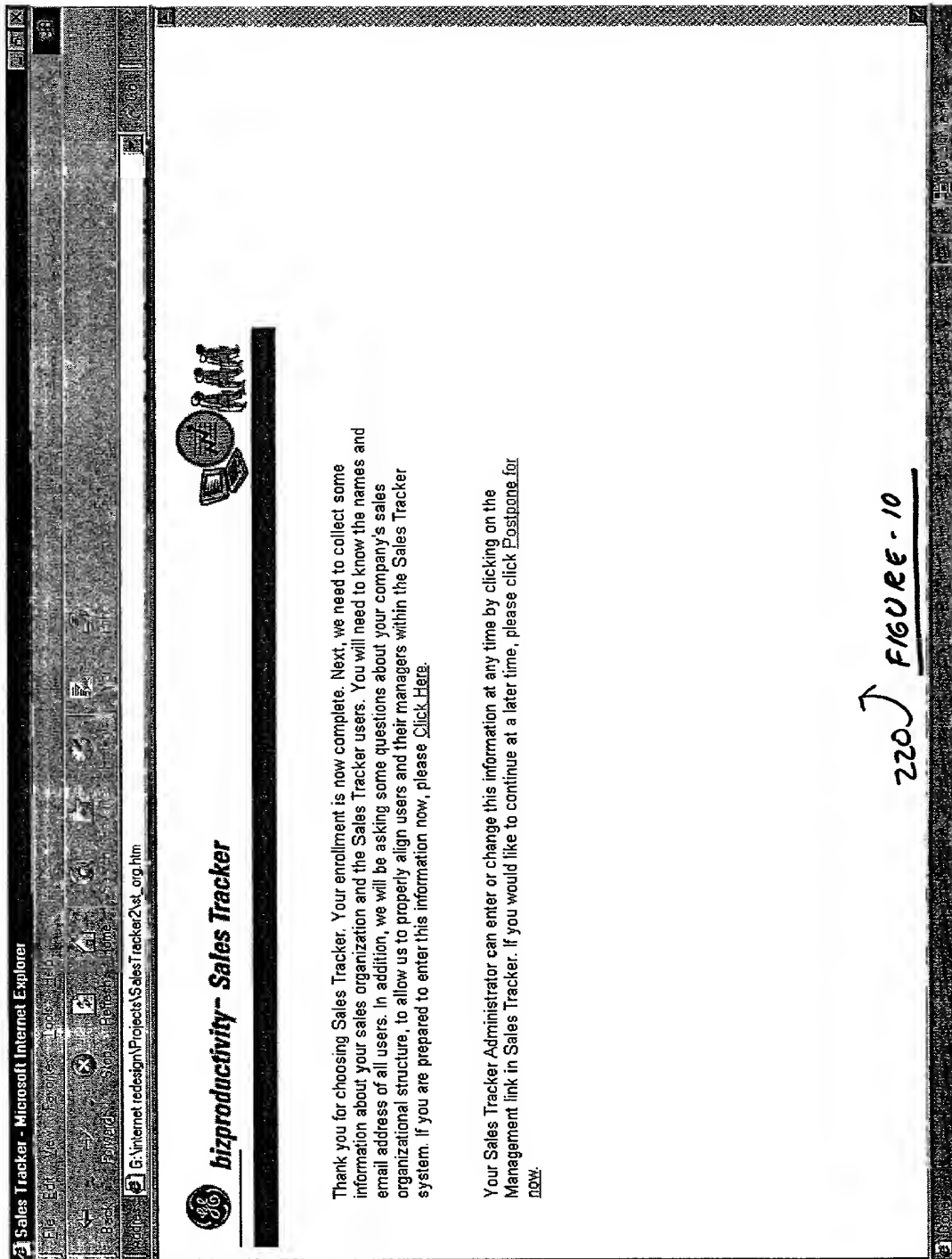
bizproductivity™ Sales Tracker

Sales Tracker Verification

Please review the following information. If the information is correct, click on Continue. If you need to make any changes, select a page to return to and click on the Make Changes button. Do not use your browser's Back button to make changes as some of your information may be lost.

Your Name	\$st_name
Your Title	\$st_comp_name
Your Telephone Number	\$st_phone
Your Email Address	\$st_email
Company Name	\$st_comp
Address 1:	\$st_add1
Address 2:	\$st_add2
City:	\$st_city
State:	\$st_state
Zip Code:	\$st_zip
Number of Sales Tracker Users Enrolling As	\$st_num \$st_license

210 } FIGURE 9



220 } FIGURE - 10

Sales Tracker Organization - Microsoft Internet Explorer

Address: G:\Internet redesign\Projects\SalesTracker2\st_org_ter1.htm

bizproductivity™ Sales Tracker

Sales Tracker Organization

In order to set up your Sales Tracker user accounts, we need to gather information about your sales organization. The diagram at the right describes the organization levels that Sales Tracker supports. Level 1 represents the manager of the territories (geographic or product-oriented, for example). Level 4 represents your sales representatives. Your organization may have less than four levels. Sales Tracker is designed to work effectively for all organizations, whether you are a single sales person or a four level sales organization. The diagram at the right will guide you through this set up process. Please follow the instructions carefully.

We will now gather information about Levels 1 and 2.

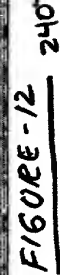
Enter your Level 1 user's name and email address

First Name *	\$st_level1_firstname	232
Last Name *	\$st_level1_lastname	234
Email Address *	\$st_level1_email	236

If your sales organization only has two levels (a manager and the sales representatives), [click here](#)

If your sales organization only has three levels, complete the Level 2 territory information below and then press Done with Territories.


FIGURE - II 230






Sales Tracker - Microsoft Internet Explorer

6: Internet redesign\Projects\SalesTracker2\st_vetly_org.htm

**bizproductivity™ Sales Tracker**



Sales Tracker Organization

Level 1
company name goes here

Level 2
territory 1 name goes here

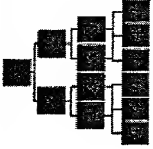
Level 3
territory 1-1 goes here
territory 1-2 goes here
etc for this level 2 territory

territory 2 name goes here

Level 3
territory 2-1 goes here
territory 2-2 goes here
etc for this level 2 territory

territory 3 name goes here

Level 3
territory 3-1 goes here
territory 3-2 goes here
etc for this level 2 territory



Add Another Territory274

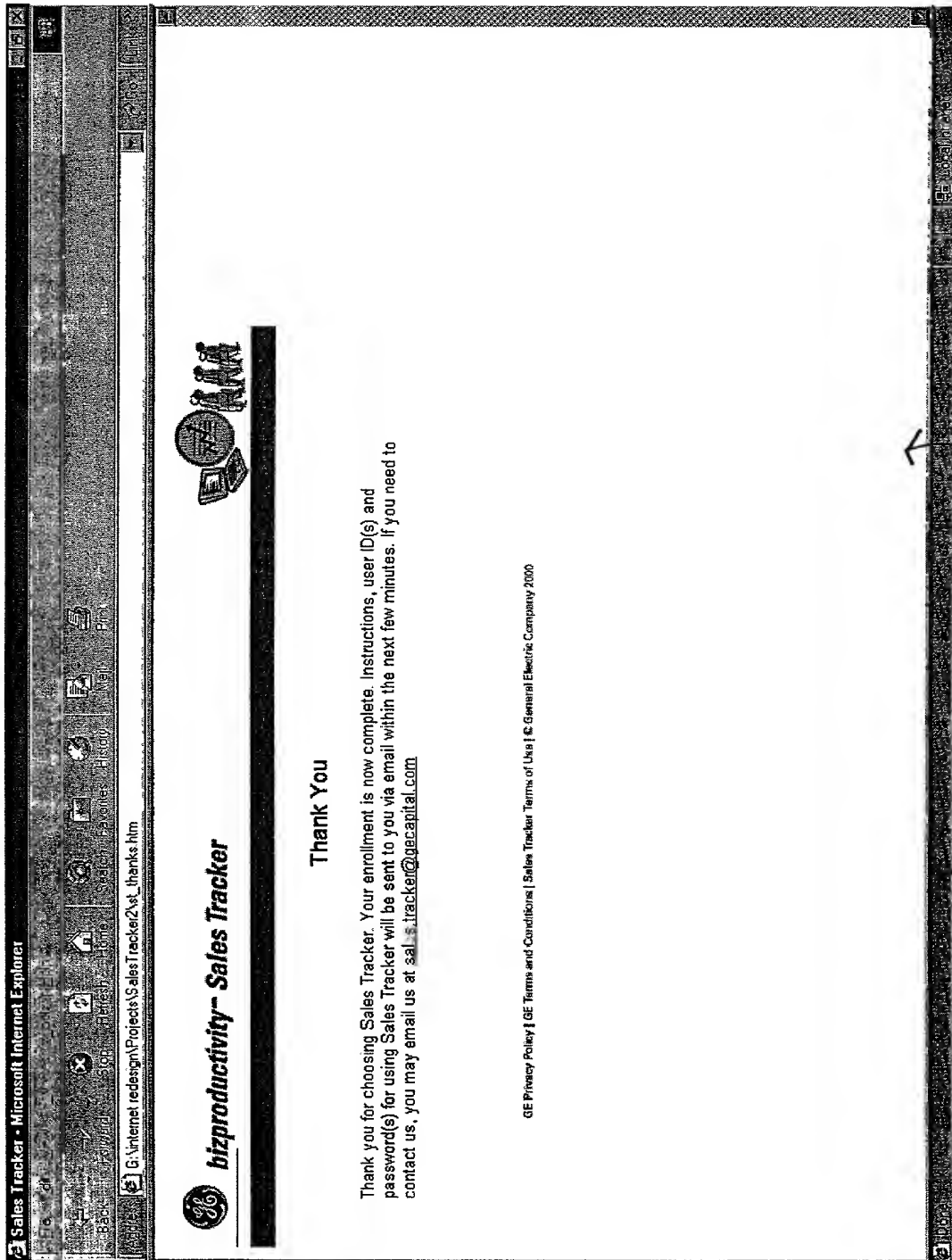
Rename A Territory276

Add Another User278

Update A User280

Continue

FIGURE 14 270



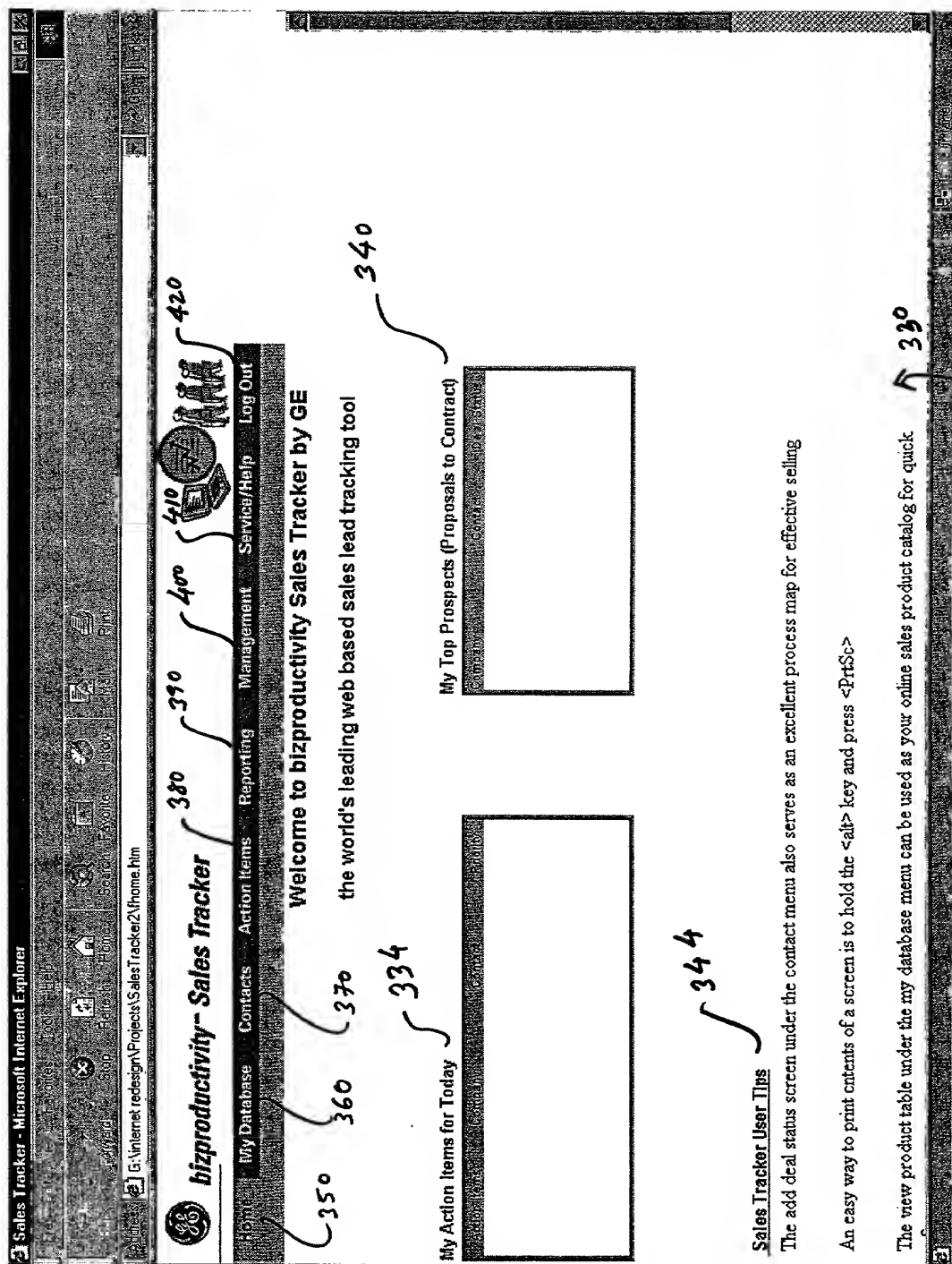


FIGURE-16

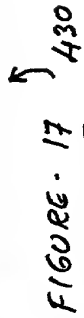


FIGURE - 17

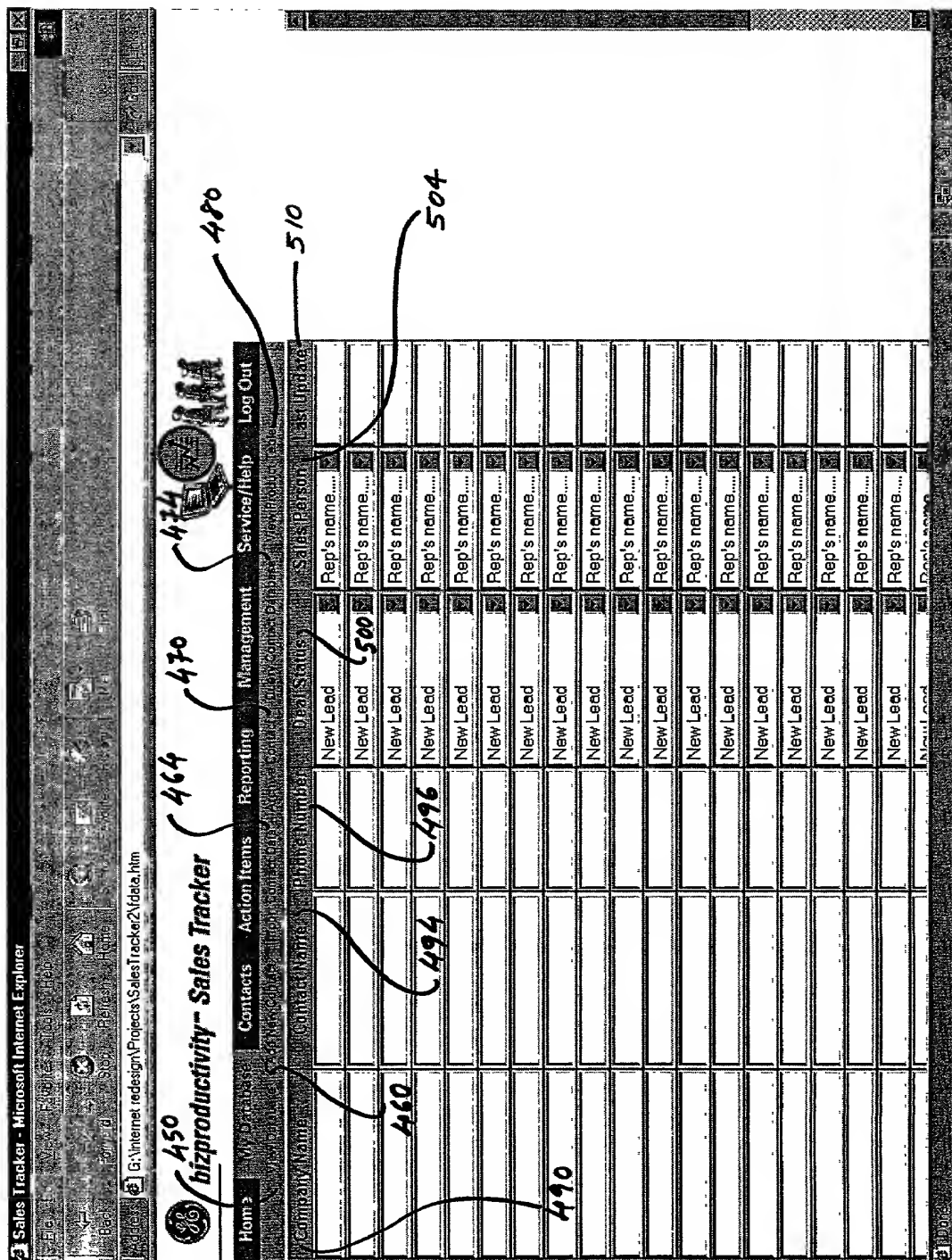


FIGURE-18

520

61-32091F

FIGURE-20

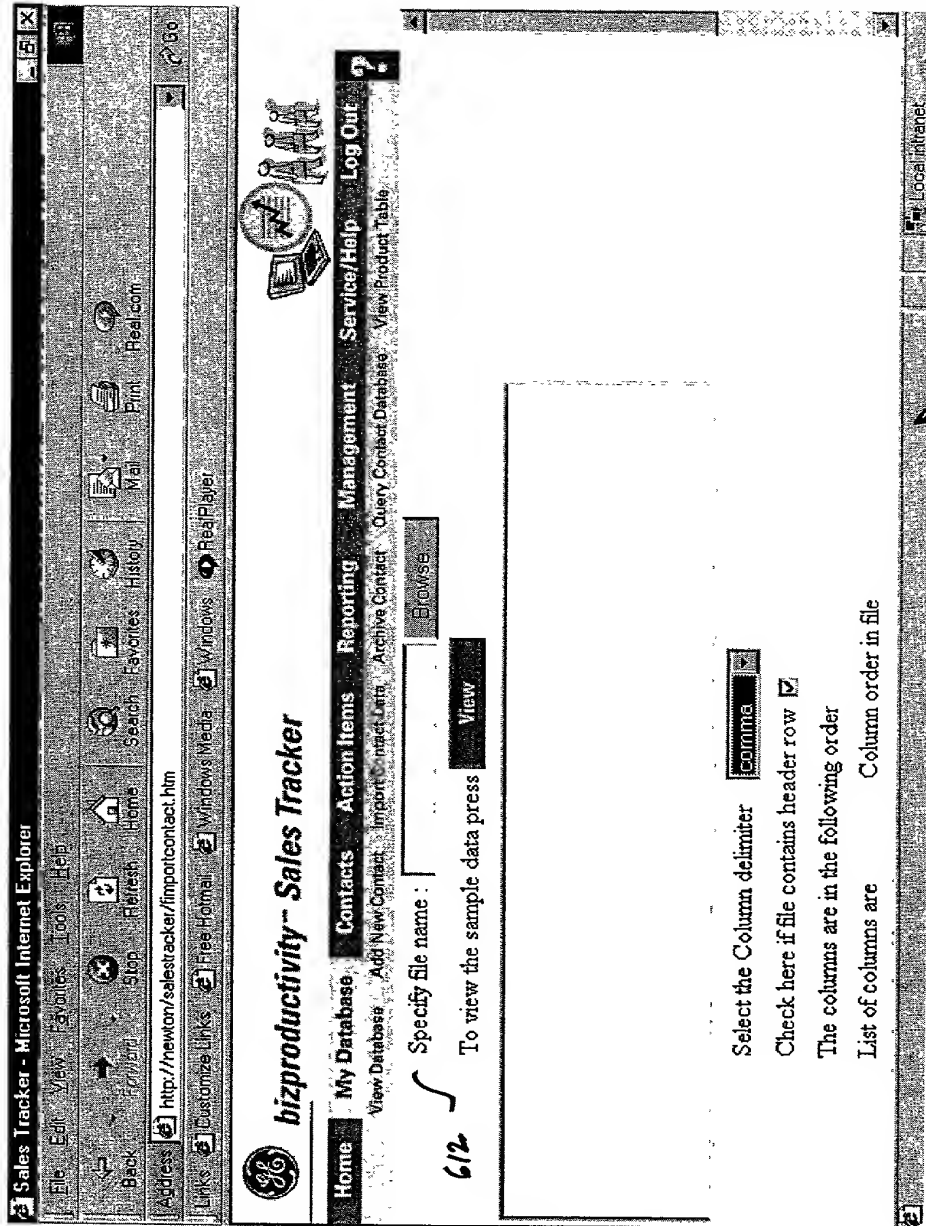


FIGURE - 21

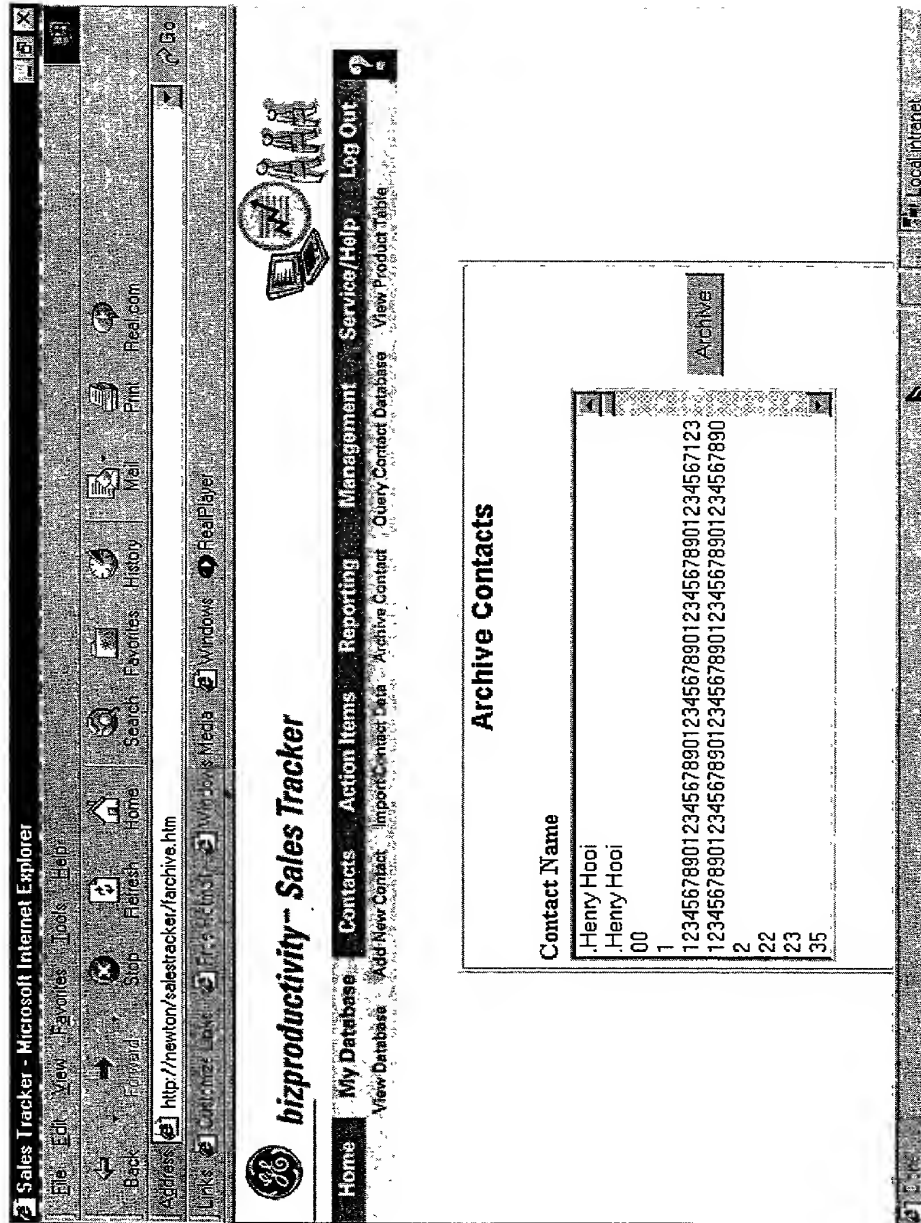


FIGURE - 22

23 Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address: http://newton/salestracker/iqueycdb.htm

Links Customize Links Free Home Windows Media Windows Real Player

bizproductivity™ Sales Tracker

Home My Database Contacts Action Items Reporting Management Services/Help Log Out

View Database Add New Contact In-Process Contact Archived Contact Query Contact Database View Product Line

Query Contact Database

Company Name

Contact Name

Phone

Sales Person Show All

Last Update From Last Update To

Deal Status Show All

Show all Leads ☐

go

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Local Intranet

626

FIGURE 23

630

FIGURE - 24

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: G:\Internet redesign\Projects\SalesTracker2\laddnotes.htm

bizproductivity™ Sales Tracker

Home My Database Contact Action Items Reporting Management Service/Help Log Out

Contact Name: *

Title:

Company Name: *

Address 1:

Address 2:

City:

State: Zip:

Phone Number: *

Facsimile Number:

Email Address:

Deal Status:

Deal Amount:

Probability Of Sale:

Expected Close Date:

Open Action Items:

Promotion Code:

Contact Source:

Promotion Code:

Contact Source:

New Lead

772 **774**

770

FIGURE - 25

FIGURE 26

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: G:\Internet redesign\Projects\Sales Tracker2\laddact.htm

bizproductivity - Sales Tracker

Home My Database Contact Action Items Reporting Management Service/Help Log Out

Some Contact Name

Contact Name: *

Title:

Company Name: *

Address 1:

Address 2:

City:

State: AL Zip:

Phone Number: *

Facsimile Number:

Email Address:

New Lead

Deal Status:

Deal Amount:

Probability Of Sale:

Expected Close Date:

Open Action Items:

Promotion Code:

Contact Source:

Line of Business:

Employees:

Sales Volume:

Call Back

Action:

Requested Date:

Priority: High

Completed

Completion Date:

Action #:

814

820

822

826

824

FIGURE - 27 810

FIGURE-28

Sales Tracker - Microsoft Internet Explorer

Address: G:\Internet redesign\Projects\SalesTracker2\addprod.htm

bizproductivity - Sales Tracker

Home My Database Action Items Reporting Management Service/Help Log Out

Contact Name: *
 Title:
 Company Name: *
 Address 1:
 Address 2:
 City:
 State: AL Zip:
 Phone Number: *
 Facsimile Number:
 Email Address:

Deal Status:
 Deal Amount:
 Probability Of Sale:
 Expected Close Date:
 Open Action Items:
 Promotion Code:
 Contact Source:
 Line of Business:
 Employees:
 Sales Volume:

New Lead
 Promotion Code
 Contact Source

Product List
 Model List

Product: 866
 Model: 864

☐ Click here to delete product for this contact

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FIGURE - 29 960

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print

Address: G:\internet redesign\Project\SalesTracker2\html.htm

bizproductivity™ Sales Tracker

Home My Database Contact Action Items Reporting Management Service/Help Log Out

Contact Name: *
 Title:
 Company Name: *
 Address 1:
 Address 2:
 City:
 State:
 Phone Number: *
 Facsimile Number:
 Email Address:

Some Contact Name:
 Deal Status:
 Deal Amount:
 Probability Of Sale:
 Expected Close Date:
 Open Action Items:
 Promotion Code:
 Contact Source:
 Line of Business:
 Employees:
 Sales Volume:

New Lead:
 Promotion Code:
 Contact Source:

AL Zip:

882

884

886

880

FIGURE 30

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address: Q:\Projects\SalesTracker2\status.htm

Links: Customize Links Free HTML Windows Media Windows RealPlayer

bizproductivity™ Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

View Notes Add Notes View Action Items Add Action Items View Products Add Products View Deal History Change Deal Status Add New Contact

Some Contact Name:

Deal Status: New Lead

Deal Amount:

Probability Of Sale:

Expected Close Date:

Open Action Items:

Promotion Code:

Contact Source:

Line of Business:

Employees:

Sales Volume:

AL Zip:

Phone Number:

Facsimile Number:

Email Address:

Some Contact Name:

Deal Status:

Deal Amount:

Probability Of Sale:

Expected Close Date:

Open Action Items:

Promotion Code:

Contact Source:

Line of Business:

Employees:

Sales Volume:

AL Zip:

Phone Number:

Facsimile Number:

Email Address:

New Lead

Attempt Contact

Qualified Lead

Proposal Sent

Proposal Accepted

Contract

Closed Sale

Loss: Terms rejected by buyer

Loss: Proposal Rejected

Not Qualified

Local intranet

FIGURE - 31

Sales Tracker - Microsoft Internet Explorer

Address: G:\internet redesign\Projects\Sales Tracker\2\laddcontacts2.htm

Back Forward Stop Reload Home Search Favorites History Mail Print

bizproductivity™ Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Contact Name: *
Title:
Company Name: *
Address 1:
Address 2:
City:
State:
Phone Number: *
Facsimile Number:
Email Address:

Deal Status:
Deal Amount:
Probability Of Sale:
Expected Close Date:
Open Action Items:
Promotion Code:
Contact Source:
Line of Business:
Employee:
Sales Volume:

New Lead

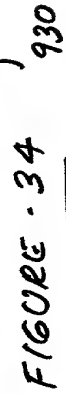
Promotion Code
Contact Source

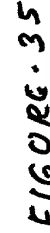
AL Zip:

896

FIGURE - 32

FIGURE - 33





964

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address: http://newton/salestracker/factionitemsrep.htm

Links Custom Links Free Home! Windows Media RealPlayer

bizproductivity - Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Descriptions Contacts Action Items Activity Sales Funnel Sales Forecast Won & Lost Deals Products Export Contact Data

Action Item Report

Action Item	<All>
Due Date Range *	From 10/02/2000 To 12/02/2000
Priority	<All>
Completion	<All>
Sorting By	<input checked="" type="checkbox"/> Actions <input type="checkbox"/> Date <input type="checkbox"/> Priority <input type="checkbox"/> Completion
Sorting Order	<input checked="" type="radio"/> Ascending <input type="radio"/> Descending

GO

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Done Local intranet

FIGURE - 36

968

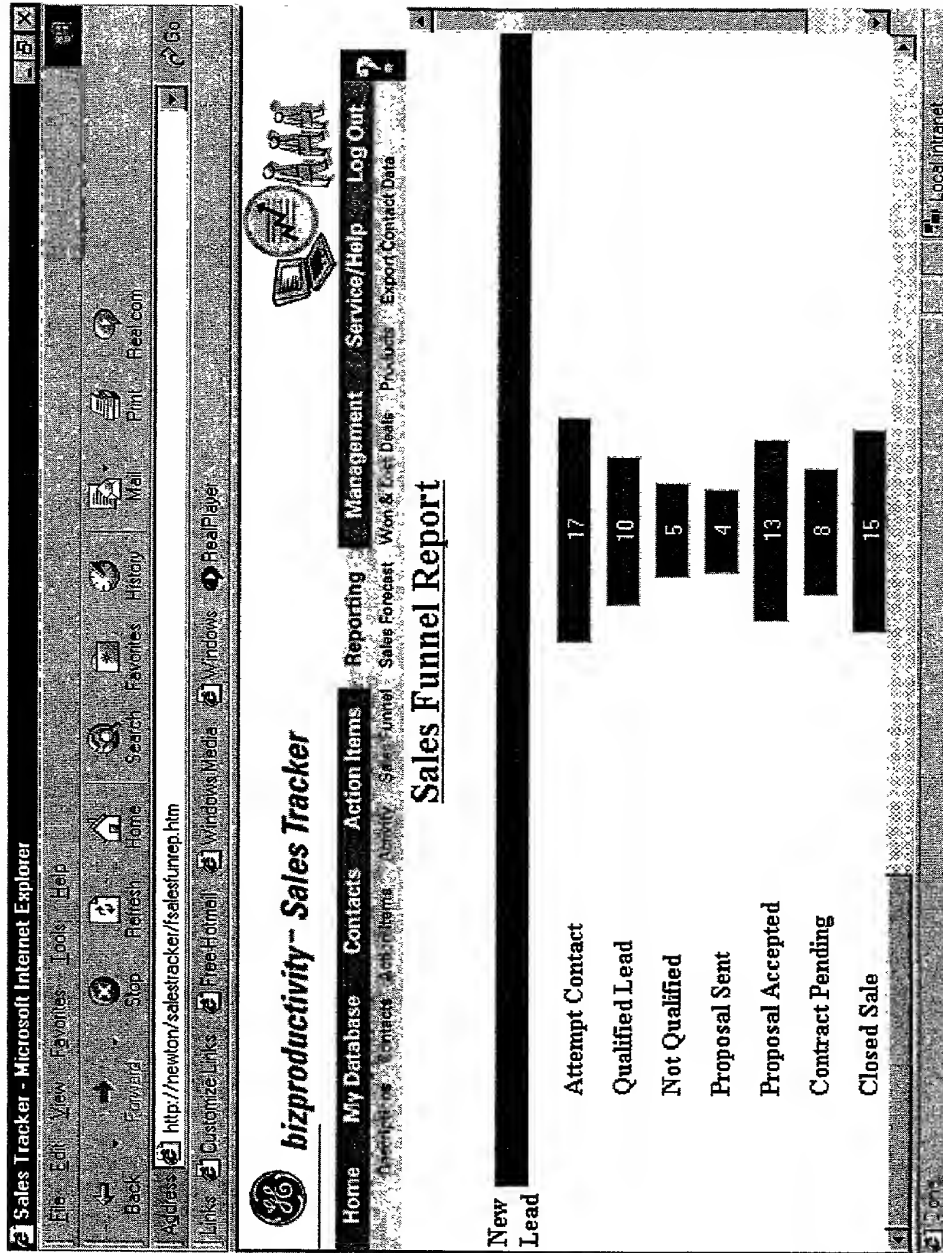
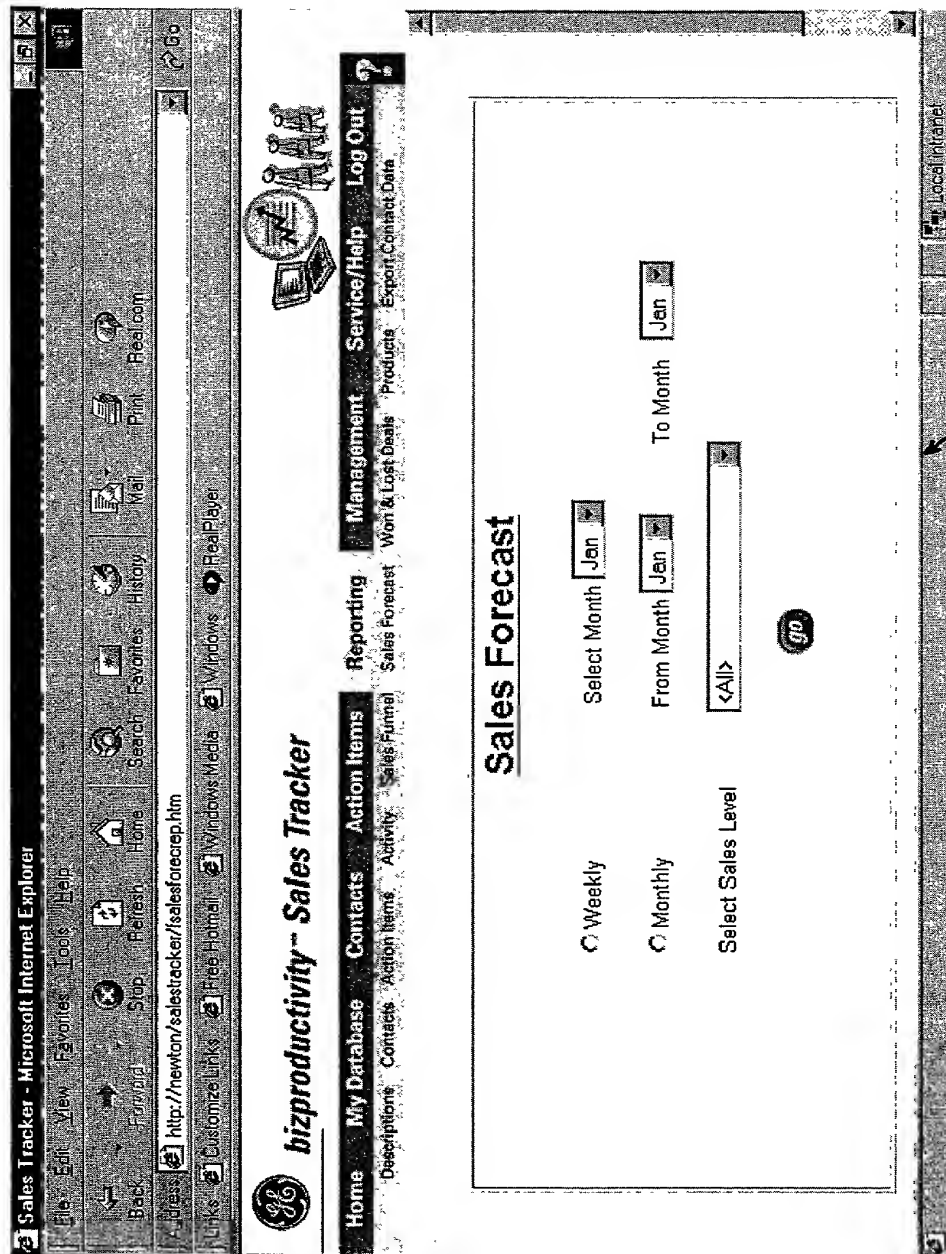


FIGURE - 37

972



976
FIGURE - 38

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Realcom

Address <http://newton/salestracker/workstep.htm>

Links Customize Links Free Home Windows Media Windows Media RealPlayer

bizproductivity - Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out ?

Discipline Contacts Action Items Activity Sales Formulas Won & Lost Deals Products Export Contact Data

From Date To Date

WON DEALS

Contact Name	Company Name	Deal Amount	Expected Close Date

LOST DEALS

Reason :

Contact Name	Company Name	Deal Amount	Expected Close Date

Local Internet

980

FIGURE - 39

706240" 68526.60

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address <http://newton/salestracker/productsrep.htm>

Links Customized Links Free HTML Windows Media Windows RealPlayer

bizproductivity™ Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Descriptions Custom Action Items Activity Sales Funnel Sales Forecast Won & Lost Leads Products Export Contact Data

Products Report

Product	Model	Description	Price Per Unit
Honda Accord	SX200	Honda Accord 2001	20,000.00
Omega Watch	OM2301e	Omega Watches 2000 Model	2,000.00
Widgets	Omega	Omega Widgets product	10.09

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Local intranet

982

FIGURE - 40

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print RealCom

Address: http://newton/salestracker/repcontexp.htm

Links: Customize Links Free Home Windows Media RealPlayer

Export Contacts Report

Export Contacts Report

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Descriptions Contacts Action Items Activity Sales Filter Won & Lost Deals Products Export Contact Data

Export Contacts Report

☐ Add header to export file

☐ Deal Status

☐ Company Name

☐ Contact Name

☐ Sales Persons

☐ Source Contact

☐ Deal Status

☐ Company Name

☐ Contact Name

☒ Ascending ☐ Descending

Sorting By

Sorting Order

Local intranet

FIGURE 41

986

Microsoft Internet Explorer
File Edit View Favorites Tools Help
http://www.ge.com/...
G:\Internet redesign\Projects\SalesTracker2\lmanagement.htm

bizproductivity- Sales Tracker

[Home](#)
[My Database](#)
[Contacts](#)
[Action Items](#)
[Reporting](#)
[Management](#)
[Service/Help](#)
[Log Out](#)

998 } 1000 } Add/Update Users } 1004 } 1010 }

To add a user, highlight <Add User> in the list below. Then fill in the first and last names and the email address of the new user. Finally, select the territory and level that the user belongs to. Press Go when you are done.

To update a user, highlight the user in the list below. The page will redisplay with the user's information. Change the items as necessary. Press Go when you are done.

User Name: 1050

First Name: 1054
 Last Name: 1056
 Email Address: 1060

☐ Click here to deactivate this user. Deactivated users do not show in the user list. 1070 } 1064 }

990 } 990 } **FIGURE - 42**

FIGURE - 43

bizproductivity™ Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Change Payment Information

Based on the payment information you had entered, all License Fees, as indicated on the Fee Schedule, would be charged. The cost per user per month is only \$24.95.

Credit Card Type: *

Credit Card Number: *

Credit Card ExpirationDate (mm/yy): *

If the name and billing address on the card are different from your name and company's address, please enter them:

Name On Credit Card

Credit Card Billing Address:

Billing Address 2:

City:

State:

Zip Code:

1090
FIGURE - 44

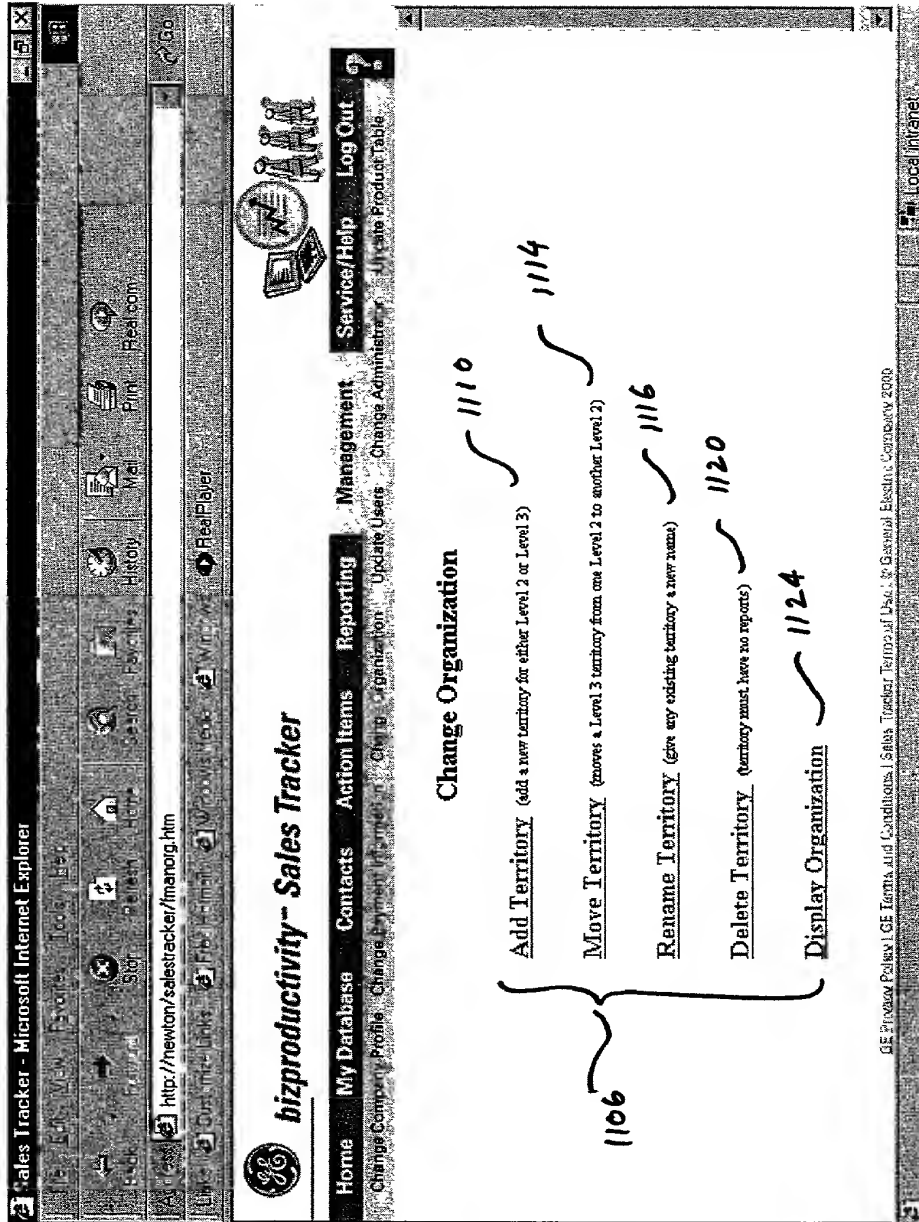
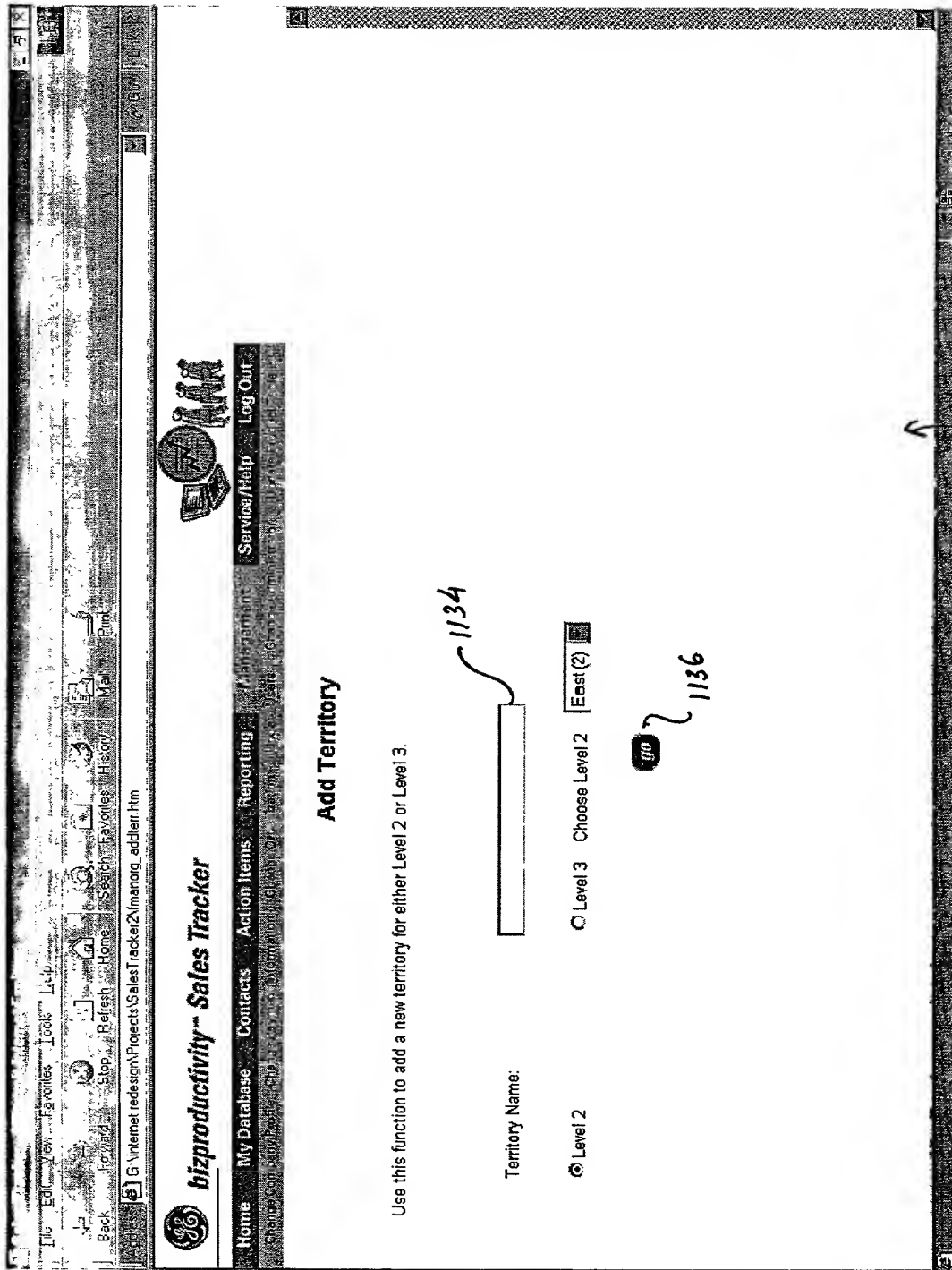


FIGURE 45

1100



66552660

Sales Tracker

[Home](#)
[My Database](#)
[Contacts](#)
[Action Items](#)
[Reporting](#)
[Service/Help](#)
[Log Out](#)

[Back](#)
[View](#)
[Print](#)
[Refresh](#)
[Home](#)
[Search](#)
[Favorites](#)
[History](#)

Address: 6 Internet redesign\Projects\SalesTracker2\mainorg_mover.htm

Move Territory

Use this function to move a Level 3 territory from one Level 2 to another Level 2. If you need to move a Level 4 user to another territory, use the [Update Users](#) Function.

Choose the Level 3 territory to move

Atlanta (3)

1154

This territory currently reports to

East (2)

1156

Move this territory under

910

1160

FIGURE -47

1150

File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print

Address: G:\Internet\edesign\Projects\SalesTracker2\Manager_renamer.htm

bizproductivity™ Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Rename Territory

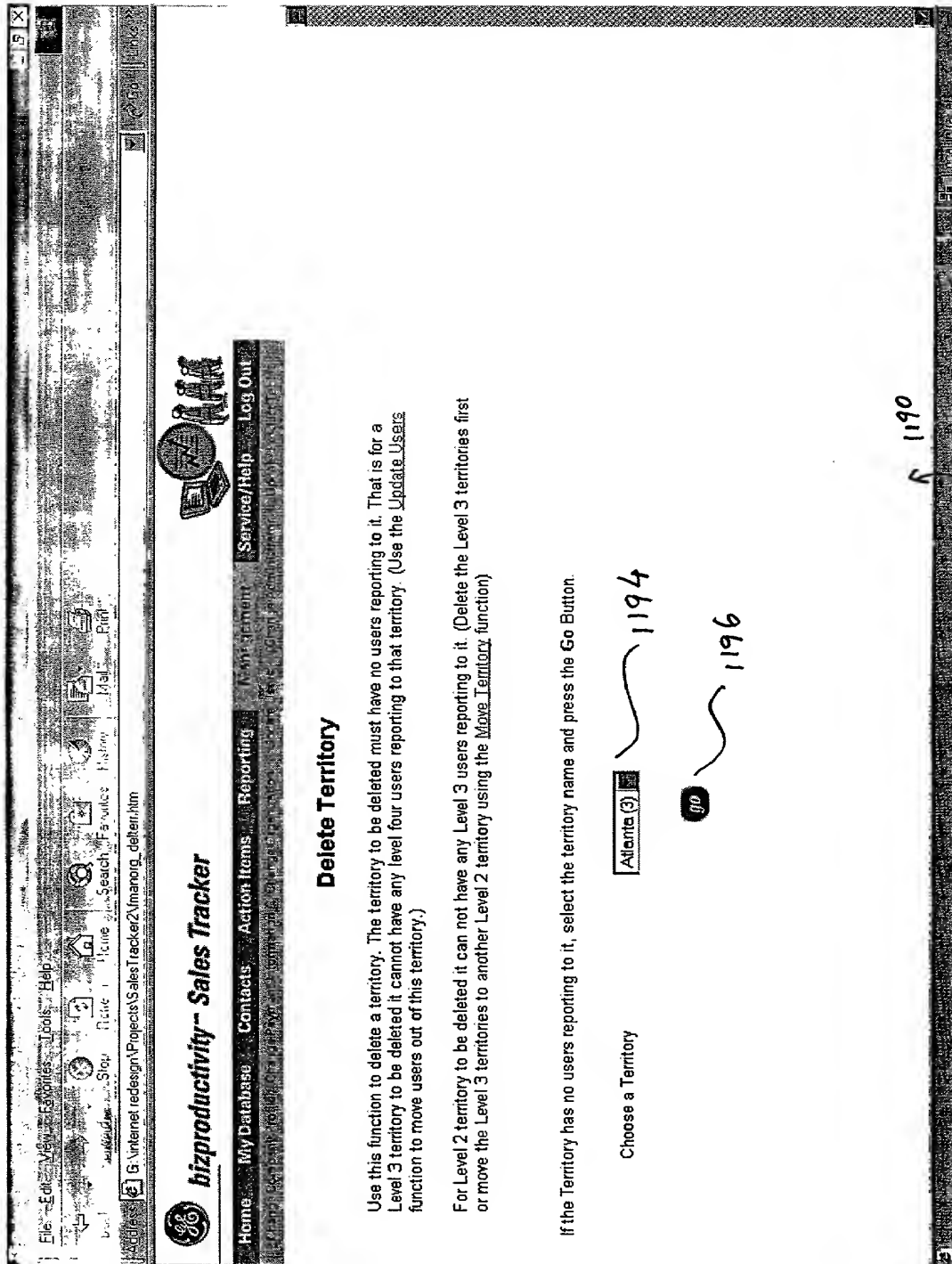
Use this function to give any existing territory a new name.

Choose a Territory 1174

New Territory Name 1178

1180

FIGURE-48 1170



Sales Tracker - Microsoft Internet Explorer

http://newton/salestracker/!manadmin.htm

bizproductivity™ Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out ?

Change Company Profile Change Payment Information Change Organization Update Users Change Administrator Update Product Table

Change Administrator

Administrator First Name: * 1204

Administrator Last Name: *

Administrator Email Address: *

Administrator First Name: *

Administrator Last Name: *

Administrator Email Address: *

go

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Done Local Intranet

FIGURE 50

1200

3 Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: G:\Internet redesign\Projects\SalesTracker2\Mainprod.htm

bizproductivity™ Sales Tracker

Home My Database Contacts Action Items Reporting Service/Help Log Out

Add/Update Product Table

To add a product, highlight <Add Product> in the list below. Then fill in the Product, Model, Description and Price Per Unit and press GO when you are done.

To Update a product, highlight the product in the list below. The page will redisplay with the product information. Change the items as necessary. Press GO when you are done.

Product Name: * <Add Product>

Product: *

Model: *

Description: *

☐ Click here to delete this product. Deleted products do not show in the product table.

1230 1220 1210

FIGURE - 51


Sales Tracker Demo - Microsoft Internet Explorer


File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Red.com

Address: http://newton/salestracker/st_contactUs.jsp?origin=service.htm

Links: Customized Links Free HTML Windows Media Windows RealPlayer

 **bizproductivity™ Sales Tracker**



Use the form below to contact us with any comments or questions you have.

An asterisk (*) next to a data field indicates that you must provide us with the information in order to correctly process your request.

First Name: *

Last Name: *

Company: *

Address: *

City: *

State: AL

Zip Code: *

Phone Number: *

Email: *

Done Local intranet

1250

FIGURE 52

who "bashed"

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address <http://newton/salestracker/service.htm>

Links Customized Links Free HTML Windows Media Windows RealPlayer

bizproductivity - Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out ?

FAQS

FREQUENTLY ASKED QUESTIONS

1. How do I import data from my current application into Sales Tracker?

Sales Tracker has a built-in import wizard to guide you through the process of importing your existing sales data. Data can be exported in standard file formats, such as CSV (Comma Separated Values), and easily loaded into Sales Tracker.

2. Can I make additions and changes to my data?

Sales Tracker makes adding contacts and changing contact data as easy as clicking your mouse. Every data screen in Sales Tracker is available by clicking on a selection in the navigation bar. Just click on the contact you want to edit. From the same screen, you can add notes and action items to your contact database. Add new contacts as you receive new leads.

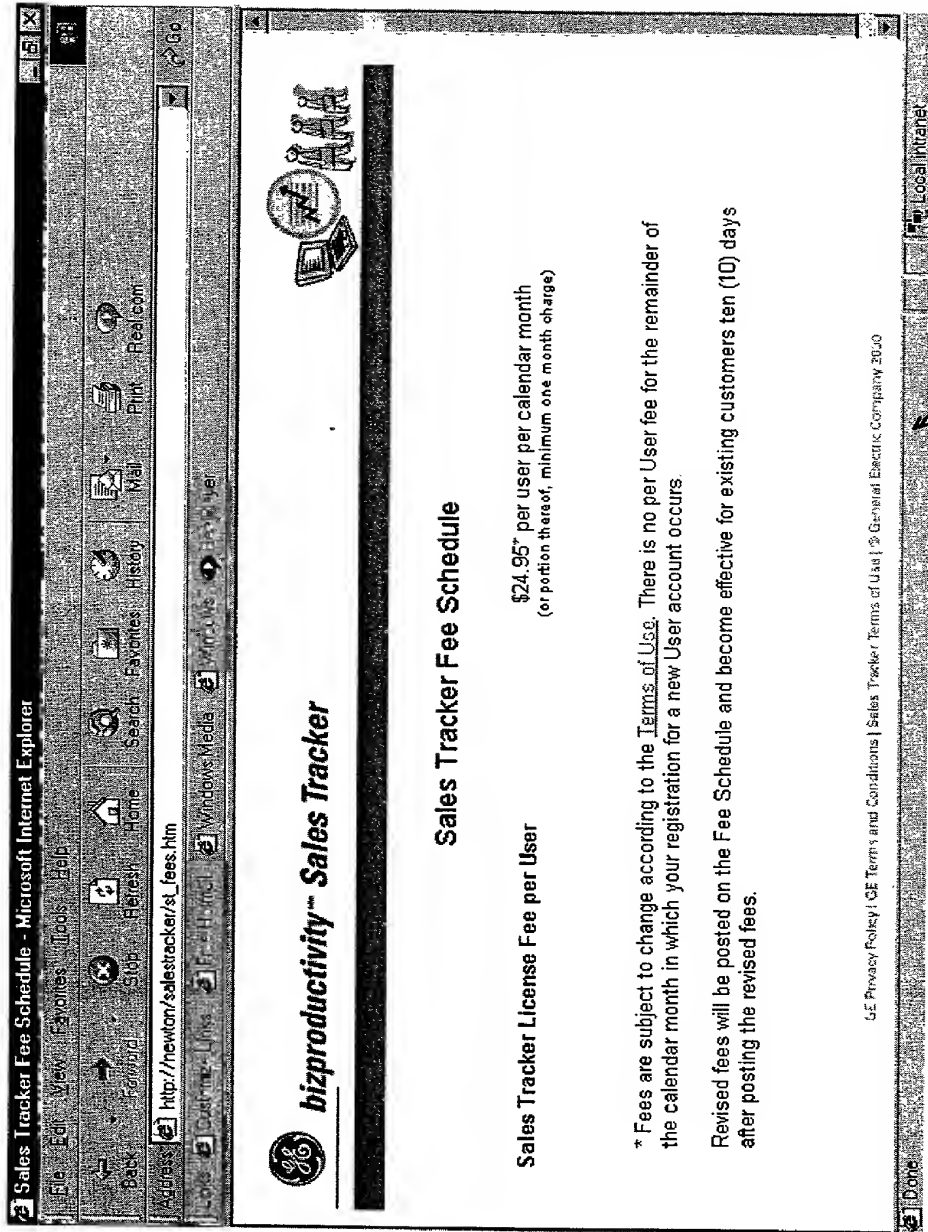
3. Do I have options as to how I can view my data?

In addition to your database screen, which presents all of your sales contact data in an easy to read table, you can

FIGURE - 53

1260

Local intranet



12th

FIGURE-54

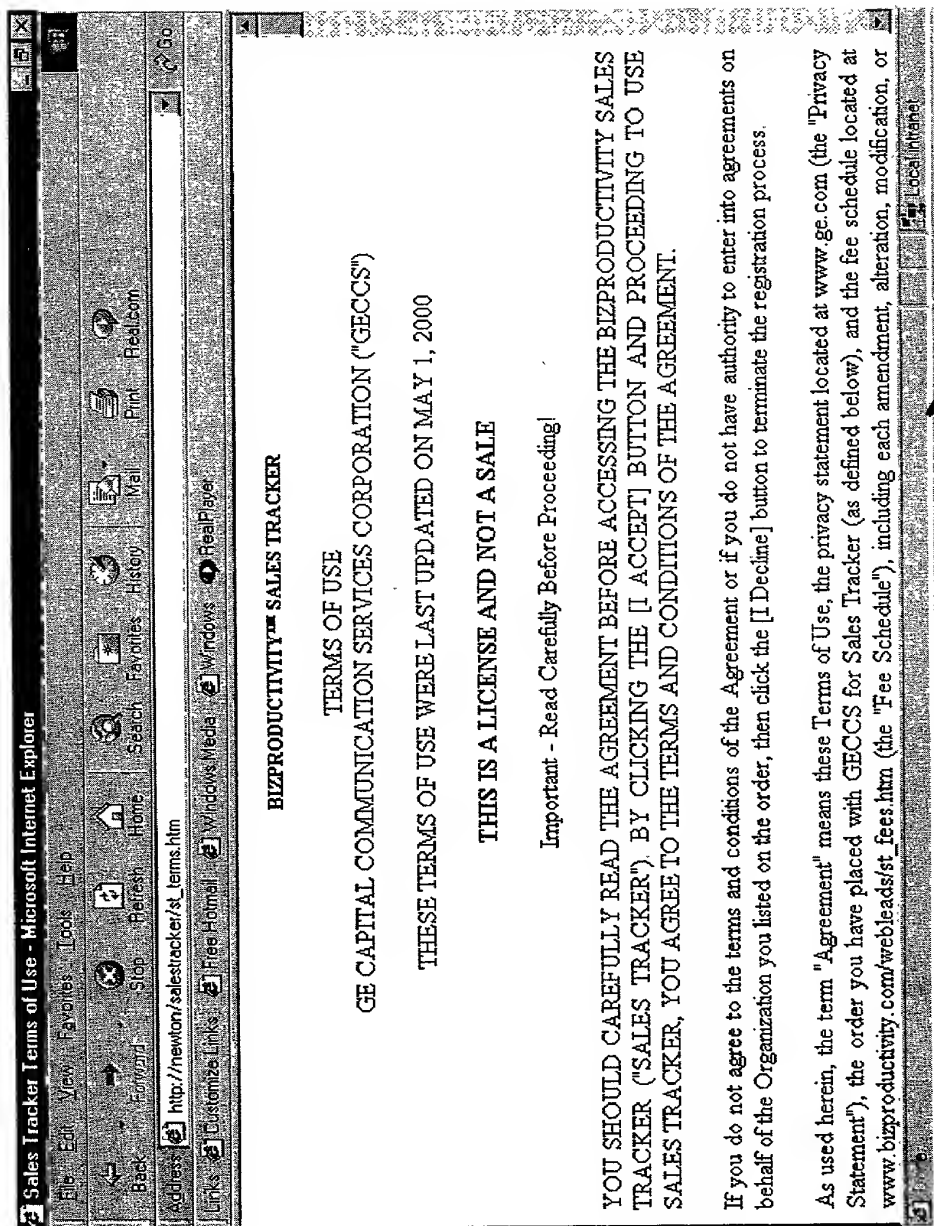


FIGURE - 55

FIGURE 56 1300

